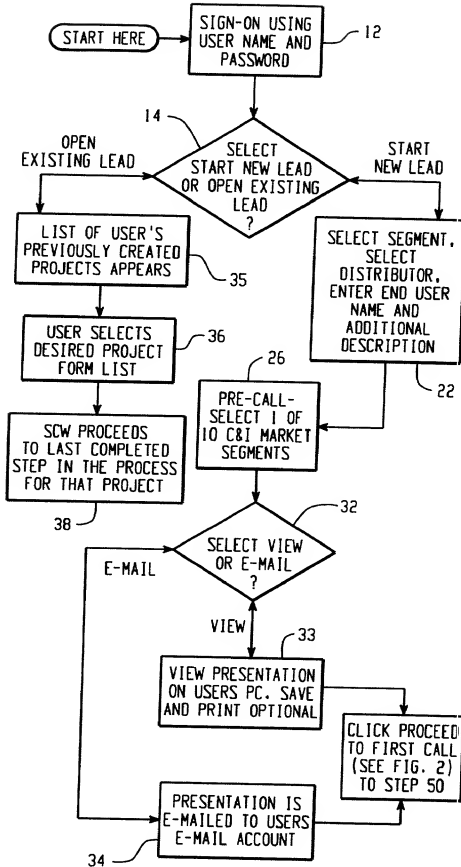


COPY
ORIGINAL

162
FOLLOWING OPTIONS
AVAILABLE THROUGHOUT
THE PROCESS:

- INTRODUCTION TAB
- HELP TAB
- OPPORTUNITY MGMT
- COST OF LIGHT TOOL
- START NEW LEAD
- OPEN EXISTING LEAD
- REPORTING

Fig. 1

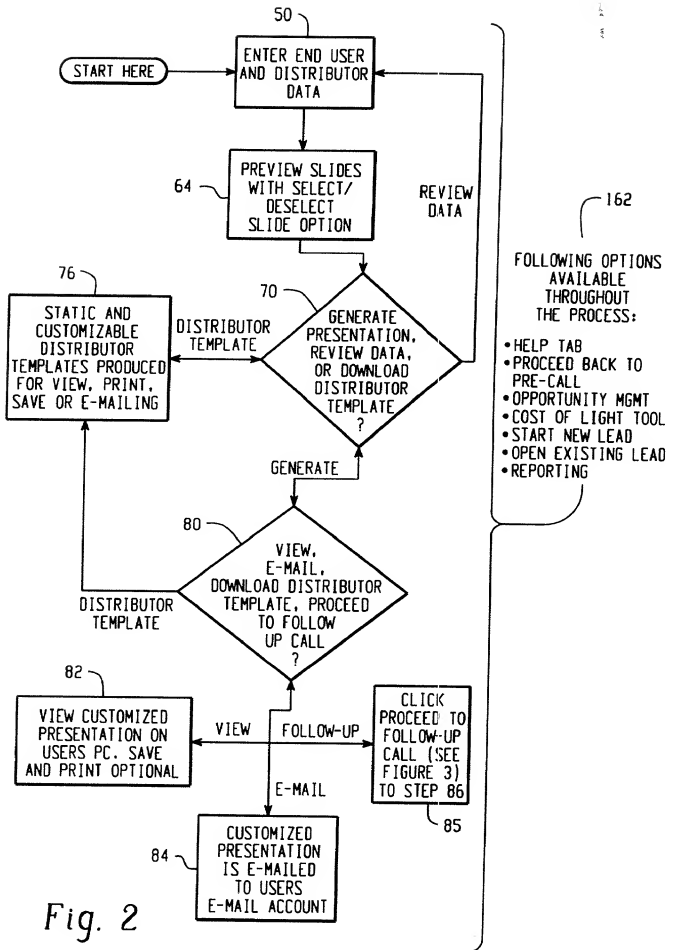


Fig. 2



MATCH TO FIG. 3A

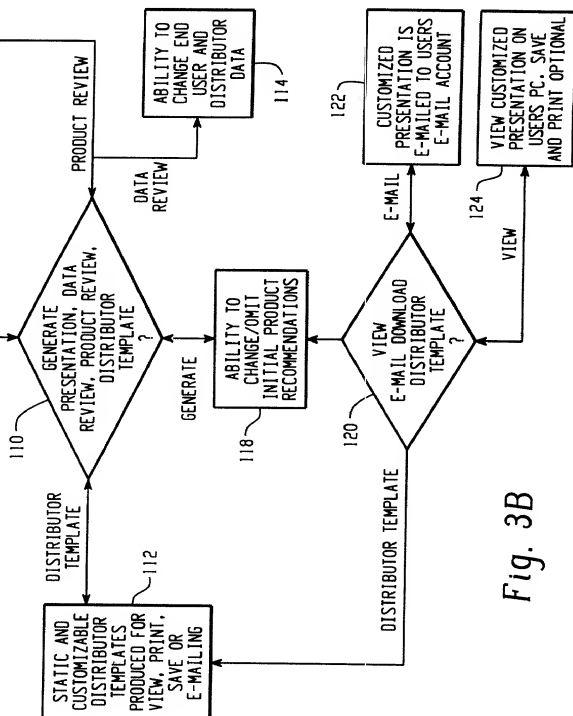


Fig. 3B

16

GE Lighting: Sales Call Wizard PreCall-Microsoft Internet Explorer provided by GE Lighting

File Edit View Favorites Tools Help

Back Address Links

COMMERCIAL LEAD MANAGEMENT

Open Existing Lead 20

Start New Lead 18

Reporting

Sales Call Wizard

Opportunity Mgmt

CLM Instructions

Instructions

This screen allows you to create a New Lead within CLM. Select a Segment and Distributor using the drop down boxes, then enter the End User Company Name and a brief overview of the opportunity in the Additional Lead Description section when complete, click Submit to proceed to the next step in your selected application.

Segment
PROPERTY MGMT AND BUSINESS SYS

Distributor
Not yet determined

End User Company
ABC Office Properties

Additional Lead Description
T12 Retrofit Opportunity

Submit

Reset

23

Done Local intranet

Fig. 4



Fig. 5

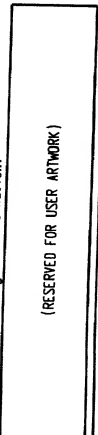


Fig. 6

GE Lighting Sales Call Wizard PreCall-Microsoft Internet Explorer provided by GE Lighting

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COMMERCIAL LEAD MANAGEMENT

20

Open Existing Lead

Start New Lead

Reporting

Instructions

This screen allows you to open a previously created Lead within CLM. Click on the blue underlined link to proceed to your last completed step in that system. Edit indicates there has been previous activity in that system for that Lead. Add indicates there has been no activity in that system for that Lead.

Name: Kraig Koster Date: 6/12/2001

• Click on a column heading to sort all leads by that column name.

End User Company	Additional Description	Segment Start by segment	Lead ID#	System Activity to Date:
CO Inc		ESCO	18270	Apply Night
Fdasf		ESCO	18289	EDIT
Health Inc	test4/2health kldkldas	Health Services	17984	EDIT
dassdfas	fdaassfa asdfas	Health Services	18288	EDIT
test		Health Services	18280	EDIT
Sample End User	Test3/27:lkldlkldas	Hospitality	17957	EDIT
Tester End User	Test 1 First test in production For Sales Call Wizard	Hospitality	17825	EDIT
Fasfda	lkfdlkldas jdklkjfas	Industrial	18107	EDIT
Fasf		Industrial	18282	EDIT
Inc	Test3/26 dsdfas	PROPERTY MGMT AND BUSINESS SYS	17951	EDIT
dfoaf	fdafd fasfs	PROPERTY MGMT AND BUSINESS SYS	17872	EDIT
dsfda	dfasf fdaassdfas	PROPERTY MGMT AND BUSINESS SYS	18119	EDIT
Equity Properties	jdfjaskfdaaslkjldas	PROPERTY MGMT AND BUSINESS SYS	18827	EDIT
Equity	Test 1jfdlkjldasjld	PROPERTY MGMT AND BUSINESS SYS	18083	EDIT

Sort by Segment

Local Intranet

Fig. 7

Fig. 8

Fig. 8

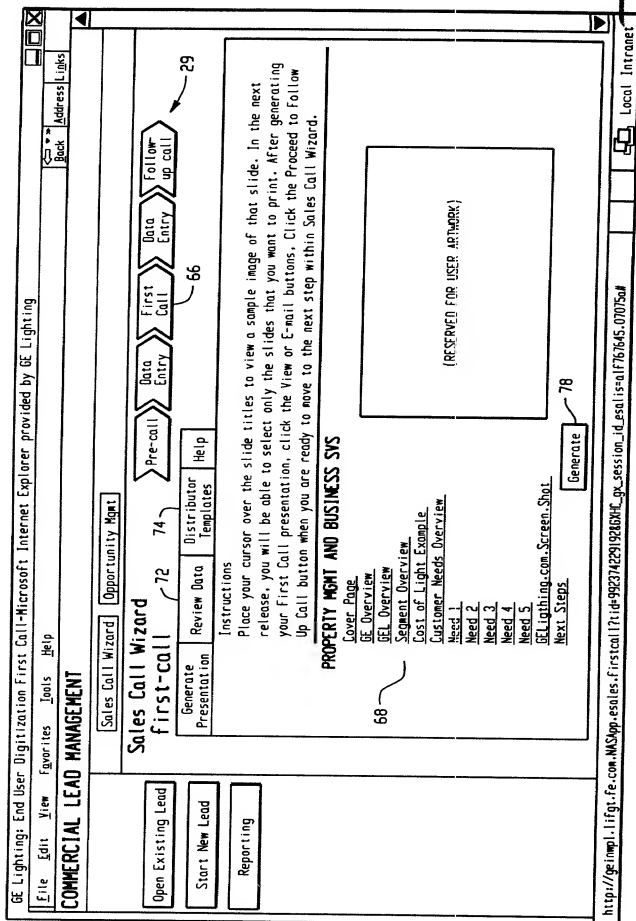


Fig. 9

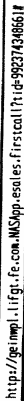


Fig. 10

Fig. 11

GE Lighting: End User Digitization Follow Up Call-Microsoft Internet Explorer provided by GE Lighting

File Edit View Favorites Tools Help

Back Address Links

COMMERCIAL LEAD MANAGEMENT

Open Existing Lead

Start New Lead

Reporting

Sales Call Wizard

Opportunity Maint

Sales Call Wizard Follow-up-call 99

Pre-call Data Entry Follow-up call

Product & Needs Selection Product Review Help

Instructions

This screen allows you to review the recommendations based on the end user's existing products and primary needs. If you need to change the recommendations, click on the button next to your new selection. Click on Submit to continue or Cancel to return to the prior screen

Note: If you select the No Upsell or Do Not Include options, no upsell recommendations pages will be produced in your final presentation.

Primary Needs: Tenant Satisfaction

Current Product	Tenant Satisfaction	Utility Optimization	Labor/ Productivity	Safety & Security	Environmental
75PAR30 HALOGEN	<input checked="" type="radio"/> HALOGEN	<input checked="" type="radio"/> HALOGEN-HIR	<input checked="" type="radio"/> HALOGEN-HIR/XL	<input checked="" type="radio"/> No Upsell	<input checked="" type="radio"/> Do Not Include
8'18 FLUORESCENT	<input checked="" type="radio"/> STARCOAT XL	<input checked="" type="radio"/> No Upsell	<input checked="" type="radio"/> STARCOAT XL	<input checked="" type="radio"/> No Upsell	<input checked="" type="radio"/> Do Not Include
4'18 FLUORESCENT	<input checked="" type="radio"/> STARCOAT XL	<input checked="" type="radio"/> STARCOAT XL	<input checked="" type="radio"/> STARCOAT XL	<input checked="" type="radio"/> ECO LIX FLUORESCENT	<input checked="" type="radio"/> Do Not Include
8'112 FLUORESCENT	<input checked="" type="radio"/> FLUORESCENT	<input checked="" type="radio"/> No Upsell	<input checked="" type="radio"/> FLUORESCENT XL	<input checked="" type="radio"/> ECO LIX FLUORESCENT	<input checked="" type="radio"/> Do Not Include
4'112 FLUORESCENT	<input checked="" type="radio"/> FLUORESCENT	<input checked="" type="radio"/> ULTRA 18 FLUORESCENT	<input checked="" type="radio"/> FLUORESCENT XL	<input checked="" type="radio"/> ECO LIX FLUORESCENT	<input checked="" type="radio"/> Do Not Include
MIR175U	<input checked="" type="radio"/> No Upsell	<input checked="" type="radio"/> MULTI-MISER	<input checked="" type="radio"/> No Upsell	<input checked="" type="radio"/> No Upsell	<input checked="" type="radio"/> Do Not Include

Submit Cancel

Done Local Intranet

Fig. 12

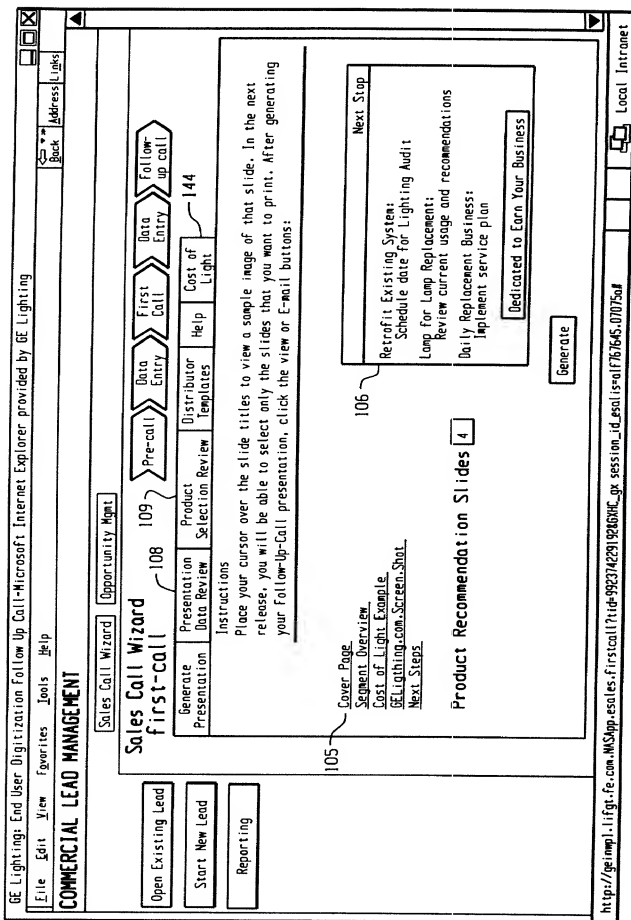


Fig. 13

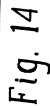


Fig. 14

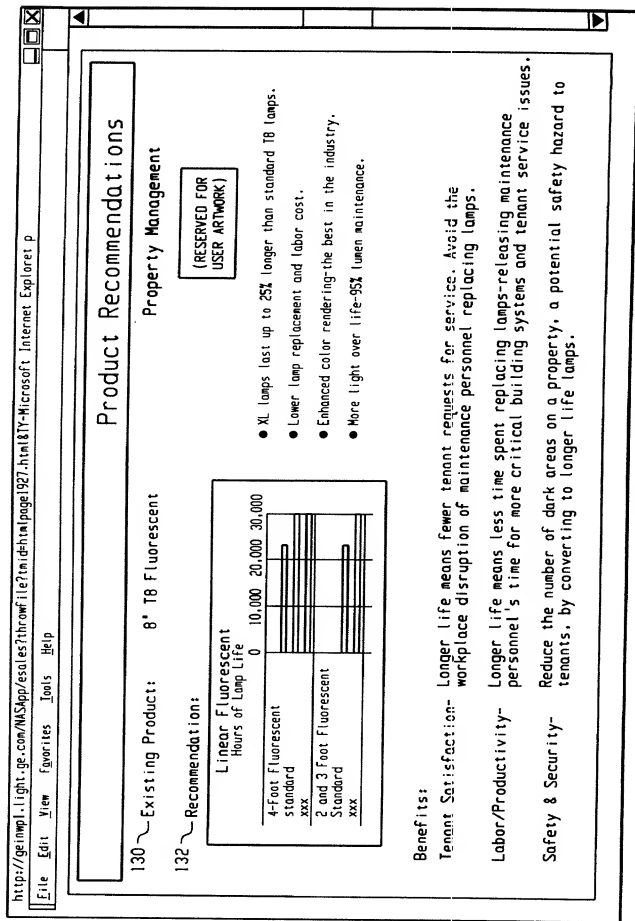
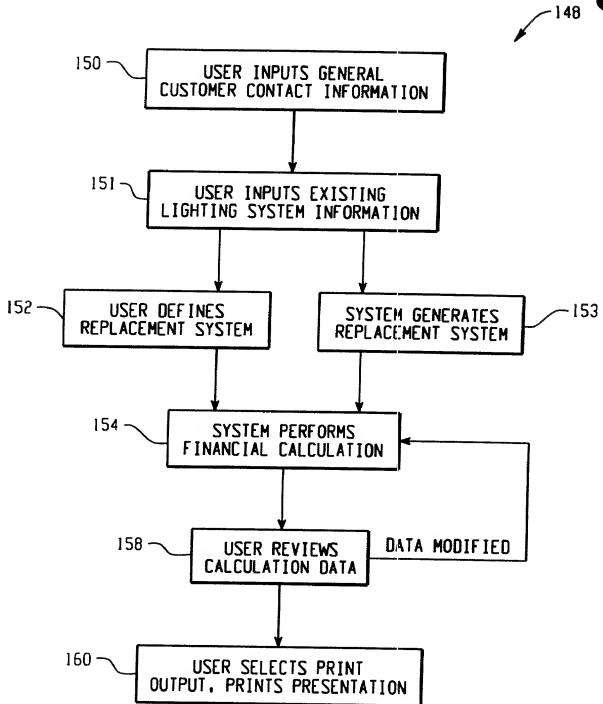
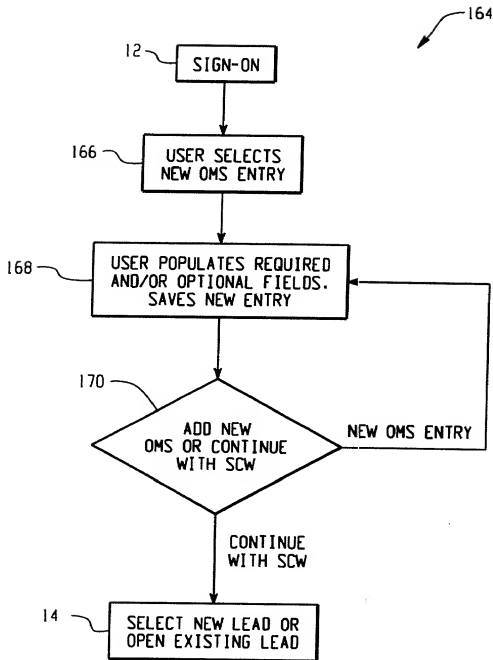


Fig. 15

*Fig. 16*

*Fig. 17*

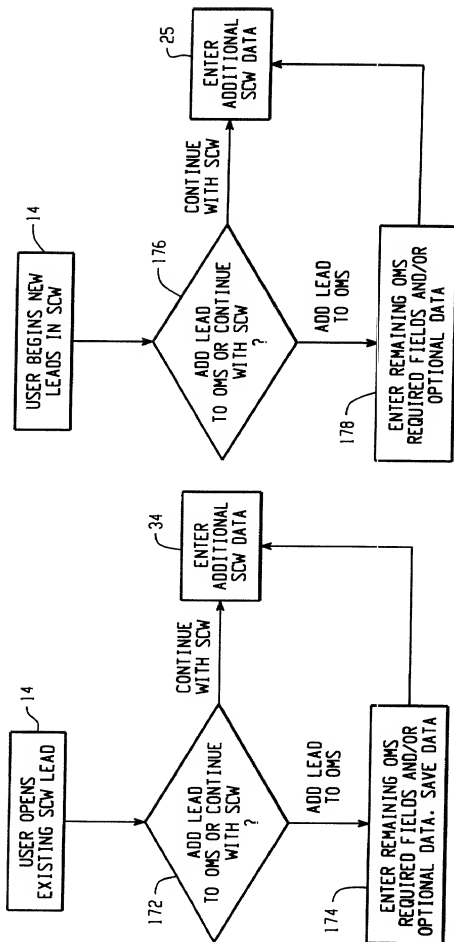


Fig. 18

Fig. 19

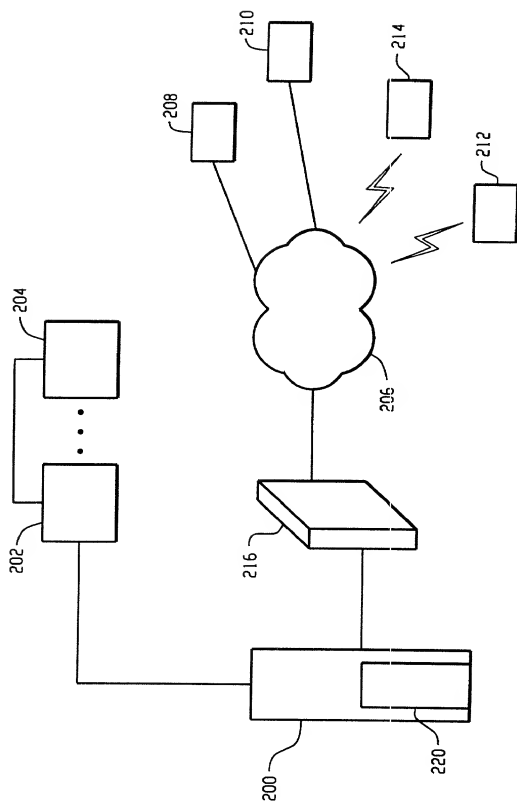


Fig. 20